

Message Text

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41

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 281030Z APR 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 0000
AMEMBASSY PRAGUE
AMEMBASSY VIENNA
AMEMBASSY WARSAW

UNCLAS BUCHAREST 1823

COMMERCE FOR BEWT/TPD (THOMPSON) AND
SAD/OIM/BIC (MURRIN) FROM ELLIS.

E.O. 11652: N/A
TAGS: BEXP, RO
SUBJECT: MINING EQUIPMENT TRADE MISSION

REF: BUCHAREST 1360

1. MISSION CONCLUDED APRIL 25 AFTER TWO AND ONE-HALF DAYS
IN ROMANIA. MINISTRY OF MINING, PETROLEUM, AND GEOLOGY
PROVIDED FORUM FOR USEFUL INTRODUCTORY MEETING ON APRIL 24,
AFTER WHICH SERIOUS INDIVIDUAL MEETINGS AT MINISTRIES AND
FTO ON SPECIFIC TOPICS ENSUED. ROMANIAN ATTITUDE WAS CORDIAL,
STRAIGHT FORWARD, AND INTERESTED. EMPHASIS IN INDIVIDUAL
DISCUSSIONS WAS ON COOPERATION ARRANGEMENTS, ESPECIALLY IN
THIRD COUNTRIES, BUT MISSION MEMBERS FELT DEFINITE SALES
POSSIBILITIES ALSO EXIST. BEST OPPORTUNITIES APPEAR IN
ORE PREPARATION EQUIPMENT, SPECIAL DRILLING EQUIPMENT, PUMPS,
MINING SHOVELS, CRUSHERS AND OPEN PIT MINE TRUCKS.

2. PROJECTED SALES OVER NEXT 12 MONTHS AMOUNT TO APPROXIMATELY
\$3 MILLION. FOURTEEN SALES LEADS OBTAINED. MISSION MEMBERS
FELT AGENDA WELL-ORGANIZED AND WENT SMOOTHLY.

3. BUDGET RESULTS (APPROXIMATE AMOUNTS TO BE BILLED TO EMBASSY)
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DIRECTOR'S SUITE \$170.00

RENTAL OF MINIBUS \$30.00

PHONE CALLS \$20.00

COPYING \$10.00

TOTAL \$230.00

4. HOSPITALITY BUDGET:

RECEPTION (110 ATTENDED) \$320.00

PRINTING OF INVITATIONS TO RECEPTION \$25.00

REFRESHMENTS \$40.00

BAGGAGE HANDLING, TIPS, ETC. \$50.00

PHOTOGRAPHER \$25.00

TOTAL \$460.00

5. EMBASSY COMMENT. DESPITE PREVIOUS ASSURANCES, MINISTRY OF MINES DID NOT BRING IN REPRESENTATIVES OF MINING CENTRALS FROM OUTSIDE BUCHAREST. GIVEN THE NUMBER OF MISSION MEMBERS AND THEIR SHORT STAY HERE (ONLY TWO WORKING DAYS), THERE WOULD HAVE BEEN VERY LITTLE TIME FOR EFFECTIVE MEETINGS WITH END-USERS, EVEN THOUGH THIS MIGHT HAVE BEEN VALUABLE IN INTRODUCING THE NEW (TO ROMANIA) TECHNOLOGY EMBODIED IN THE MEMBERS EQUIPMENT. BARNES

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